



Telecom Equipment & Services Export Promotion Council

Gate No. 5, Khurshid Lal Bhavan, Janpath, New Delhi-110 001

Email: tepc@telecomepc.in, Phone: +91-11-23314611, Website: www.telecomepc.in

No.: TEPC/117/2025

Dated: October 22, 2025

Request for Quotation for Construction of 'Bharat Pavilion' at AfricaCom 2025 scheduled on November 11-13, 2025 at International Convention Centre, Cape Town, South Africa

Telecom Equipment & Services Export Promotion Council (TEPC) is an organisation representing the Indian telecom equipment & services stakeholders of India. Besides various other trade promotion activities, the Council organises its exporter members participation in various international exhibitions. TEPC hereby invites proposals from technically and financially sound companies for the following work:

1. **Work:** Construction of India Pavilion (Including supply of furniture, furnishing, lighting, decoration, branding, cleaning and maintenance of the India Pavilion for the entire show duration on turnkey basis).
2. **Event Name:** 'Bharat Pavilion' at AfricaCom 2025 scheduled on November 11-13 at International Convention Centre, Cape Town, South Africa.
3. **Location & Area of Bharat Pavilion:**

Block	Area (In Square Metres)
E-50	108
D-51	30

4. **Floorplan:** Enclosed as Annexure-2.
5. **Design Details:** The design details are enclosed as Annexure-3.
6. **Eligibility Criteria**
 - a. The bidder shall be a **registered and incorporated company in South Africa**. A valid **Certificate of Incorporation (COI)** issued by the South African authority shall be submitted along with the quotation.
 - b. Bidder shall have experience of executing similar (construction of wooden booths) assignments equivalent/ bigger magnitude on turnkey basis in the last three years in South Africa. The bidder shall submit the credentials of previous experience in the following format:

Sl. No.	Nature of Work	Name of the Client	Year of Work	Amount of Work Done (In US\$)
1.				
2.				

3.				
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- c. The company shall not have ever been blacklisted or debarred by any Government department/ Industry Association/ Export Promotion Council etc.

7. **Payment Terms:** The payment terms shall be as under:

Advance on placement of Purchase Order	70%
After handover of the stand	30%

8. **Last date of submission of quote:** The quotation shall be submitted on or before October 25, 2025.
9. The detailed Terms & Conditions including Bill of Material, Floor plan of AfricaCom 2025 and Design of Bharat Pavilion etc. are enclosed as Annexure-1, Annexure-2 and Annexure-3 respectively.
10. The bidder shall submit their quote, in the format enclosed as Annexure-4, to the email: tepc@telecomepc.in.
11. For any clarification, kindly contact:
 Ms. Sarbani Dasgupta
 Director
 Telecom Equipment & Services Export Promotion Council
 Mobile: +91-9818933121
 Email: tepc@telecomepc.in

Terms & Conditions

1. While submission of financial quotes, the bidders must consider that the entire liabilities including taxes, permissions etc., whatsoever, have been taken care and the price quoted are all inclusive. Further, the bidder binds himself entirely to comply with the terms & conditions of AfricaCom management and local authorities without any additional cost or liability on part of TEPC. TEPC will not entertain any claim whatsoever in this regard and the vendor shall undertake to keep TEPC indemnified against any claims/ damages/ default arising out.
2. Rates shall be for the complete pavilion including each and every discrete item, on rental basis, for the entire duration of the show. The bidder shall satisfy himself about the International Convention Centre, Cape Town, South Africa, the exhibition, concerned hall and the Bharat (India) Pavilion location before submitting bid for complete items. Items of work to be installed at the site, labour involved in installation/ dismantlement and maintenance for the period of the exhibition shall be included in the rates quoted.
3. The quotation should be inclusive of:
 - a. Erection and dismantling of the Pavilion.
 - b. Transportation of all material i.e. during the erection and after dismantling of the Pavilion up to the pavilion site.
 - c. Clearing of site i.e. leaving the site in the same shape as given before commencement of erection work.
 - d. Insurance for materials, personnel and third-party liability for workmen/ others as required for erecting/ dismantling the pavilion for the appropriate period, as required under local laws.
 - e. Electrical connection as per consumption for the entire show duration and including required power.
 - f. Cleaning of the pavilion at the time of handover to the exhibitors/ TEPC.
 - g. The quotation shall include any local Tax, Levies etc. as applicable in the Country of the show/ fair. TEPC shall not be liable to pay any taxes/ levies or additional payments on this account.
 - h. Fixing up of posters of individual participating companies in their respective booths/ PODs.
4. **PENALTY** - The work has to be completed on or before the Time and Date of Completion of work as specified the exhibition organisers i.e. Informa. In case of delay, the penalty/ damages, as decided by the Director General, TEPC will be imposed and binding on the selected bidder.
5. Any Penalty levied by the Organiser for any violation of their concerned rules during the course of construction, dismantling and not removing the stand within the scheduled time shall be borne by the bidder.
6. Bidder will be responsible for all the requisite approvals from the Organiser and other agencies and also for all involved liaison work.

7. All graphics, art work, theme panel of the pavilion & Signage etc. shall be designed by the bidder as per the design concept of pavilion and obtain requisite approvals from the competent authority before arranging/ fixing etc.
8. TEPC reserves the right to increase or decrease the quantities of the items taken in the agreement and may modify the design within acceptable limits and shall communicate the same to the vendor ten days prior to the event. The vendor needs to ensure supply of the same at the rates quoted and agreed in the financial bid.
9. TEPC reserves the right to reject any or all of the Bids or to accept any Bid in full, without assigning any reason whatsoever.
10. The authority for the acceptance of the Bid will rest with the Director General, TEPC who does not bind himself to accept the lowest quotation and reserves to himself the authority to reject any or all the quotation received, without assigning any reason. Quotation in which any of the prescribed conditions are not fulfilled or are incomplete in any respect are liable to be rejected.
11. Bidder shall comply with all the prevalent statutory provisions/ statutes of State/ National Government of South Africa with respect to all the Labour Laws including but not limited to the Workmen Compensation Act, Payment of Minimum Wages Act, Employee Insurance, Child Labour and any other law etc. and shall absolve the TEPC from any Encumbrances whatsoever arising out of any possible non-compliance of statutory provisions by the Bidder. The Bidder is solely responsible for all the payments to his employees/ contractual labourers as the case may be. The TEPC, under no circumstance, shall be responsible/ liable for any claim/ compensation whatsoever.

12. Scope of Commercial Submission

The bidder's financial quotation shall mandatorily subsume the following constructional deliverables:

A. Booths

- a. **Raised Sub-Floor Assembly:** Comprehensive elevated decking system clad with **melamine-finished surface lamination** across the designated footprint.
- b. **Vertical Partition Treatments:** All booth wall planes to be surfaced in **high-pressure mica laminate** with seamless finish integration.
- c. **Custom Fabricated Modular Enclosures:**
 - i. **Unitised Booth Structures as under:**
 - **6 SQM Configuration: Nine (9)**
 - **9 SQM Configuration: Three (3)**
 - **12 SQM Configuration: Two (2)**
 - **30 SQM CONFIGURATION: One (1)**

The size of one or two stalls may change.

Discrete modules to be executed in engineered timber framework with specified architectural finish.

- ii. **Overhead Load-Bearing Framework:** Rectangular truss grid integrated with luminaires, incorporating suspended volumetric elements for national identity

articulation. *Illuminated 3D relief insignia* to be deployed on all primary sightlines.

- iii. **Circular Visual Interface:** Cylindrical LED module in dual-tone (black/green), perimeter accentuated with linear LED strip illumination.
- iv. **Dual-Faced Emblem Display:** Internally illuminated three-dimensional cutout insignia applied bilaterally for enhanced visibility.

d. Unified Execution Protocol for All Zones

- i. All vertical partitions to receive **multi-coat lacquer surface finishing**, with exception of designated booth modules where identity applications shall be affixed.
- ii. All enclosures to be elevated on a **40 mm (4 cm) sub-flooring system**, clad in **melamine-treated surface panels**.
- iii. All horizontal planes to integrate **linear LED profile luminance channels** embedded at junctions.

e. Standardised Fixture Matrix (Per Booth Unit): 6 SQM and 9 SQM

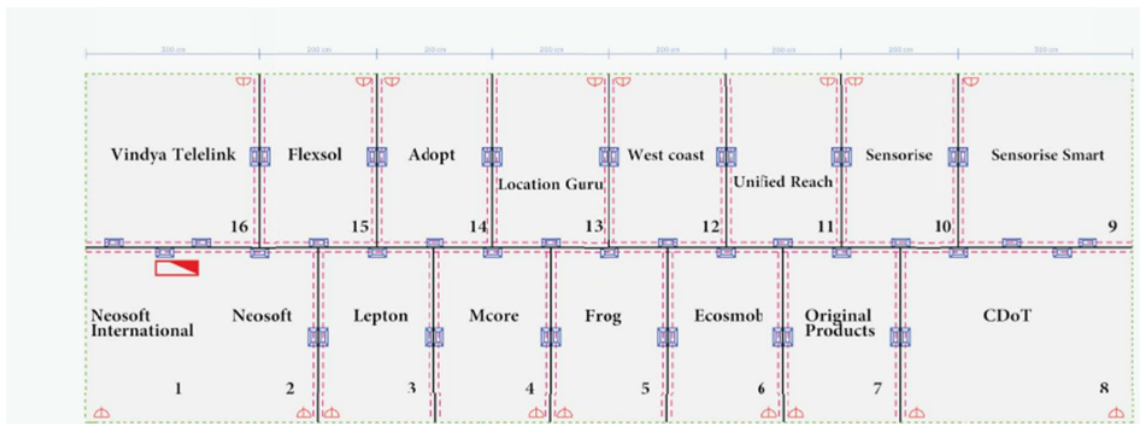
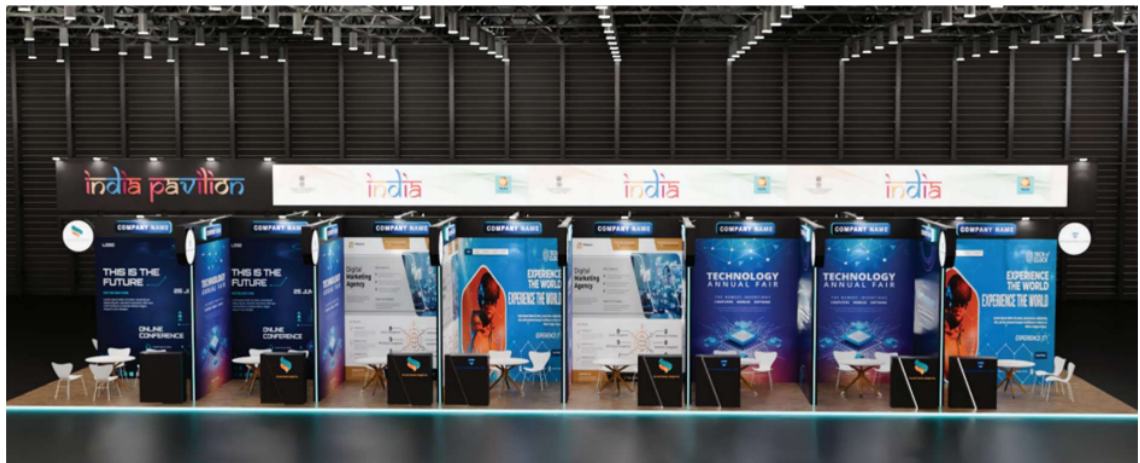
- i. **Round Discussion Module:** 1 unit
- ii. **Visitor Seating Apparatus (Exhibition Grade):** 2 units
- iii. **Electrical Interface Node (15A Socket):** 1 unit
- iv. **High-Intensity LED Illumination Array:** 4 units
- v. **Solid Waste Containment Vessel:** 1 unit
- vi. **Reception Counter (lacquer-coated, exhibitor insignia via plotter-cut film, integrated profile lighting):** 1 unit
- vii. **Upholstered High Stool (Leatherette Finish):** 1 unit
- viii. **Fascia Identification Band with Lateral LED Strip Integration:** 2 units
- ix. **Illuminated Graphic Modules (Lightbox with plotter-cut logos) on all partitions:** 2 Units
- x. **Partitionary Edges:** Continuous LED profile embedding
- xi. **Floor Platforming:** Elevated melamine-treated surface panels. structure with embedded LED profile illumination.

Note: The 12 sqm stalls will have furniture's on proportionate basis w.r.t. 6 square metre booth

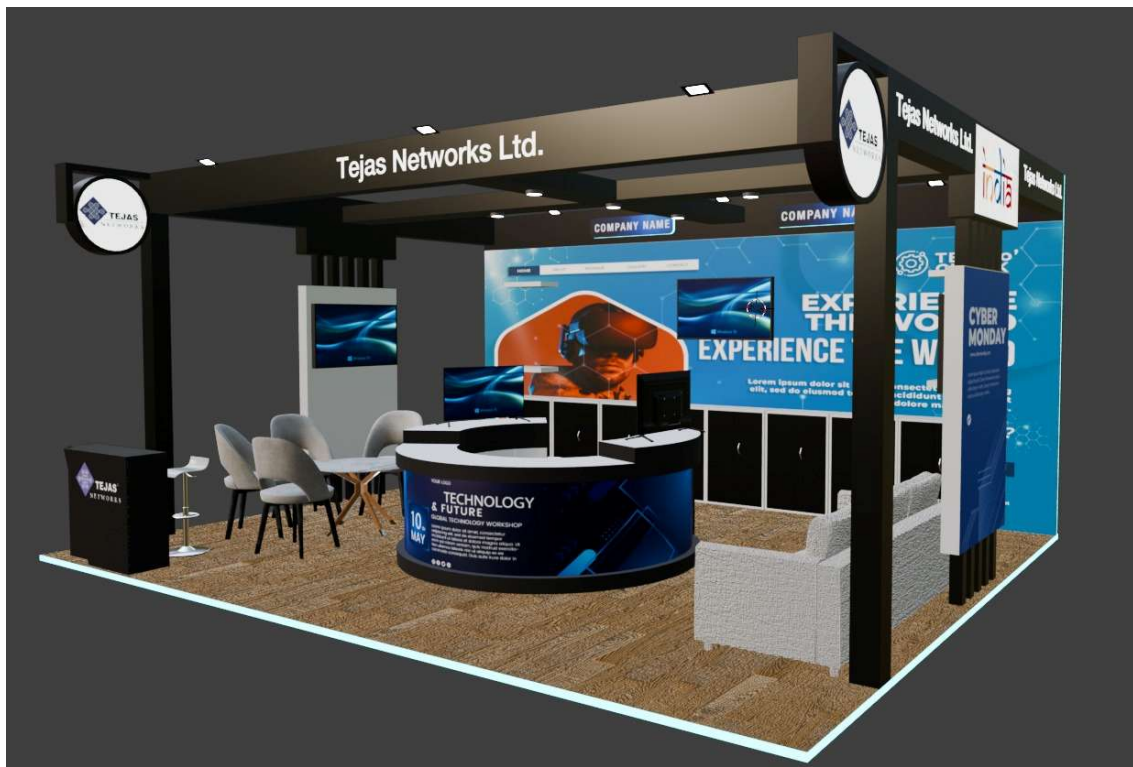
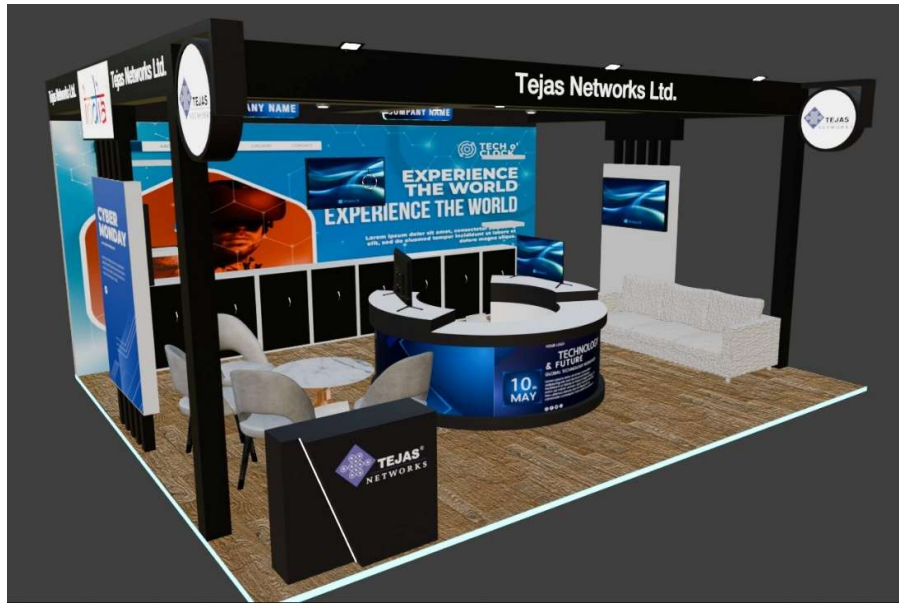
13. Kindly send us your willingness for construction of the Bharat Pavilion as above. Further, kindly also submit the quotation along with requisite documents(s). The design etc. have to be submitted and get approved by AfricaCom authorities within the stipulated date. For any query, kindly contact Ms. Sarbani Dasgupta, Ph: +91-9818933121, Email: tepc@telecomepc.in

DESIGN of Booths

E-50



D-51



Price Quotation

1. Name of the company:
2. Address:
3. Contact details:
 - a. Name of the contact person along with designation:
 - b. Whatsapp Mobile Number:
 - c. Email address:

4. Price Quotation

Work	Quote (In USD)
Construction of India Pavilion (Including supply of furniture, furnishing, lighting, decoration, branding, cleaning and maintenance of the India Pavilion for the entire show duration on turnkey basis and including its dismantling)	

5. Undertaking

The _____ (company name) hereby agrees to abide by all the terms & conditions as stipulated in the 'Request for Quotation for Construction of Bharat Pavilion at AfricaCom 2025 scheduled on November 311-13, 2025 at Cape Town, South Africa.

Date:

(Signature of Authorised Signatory)

Place:

Name:

Seal of the Company: